



Autonomy At A Glance

WHO WE ARE

Autonomy is a global leader in infrastructure software for the enterprise. It was founded in 1996 with a clear vision: *to dramatically change the way in which people interact with information and computers.*

As Information Technology has advanced, organizations have found themselves facing an increasing deluge of information, much of it unstructured in nature. This includes emails, word documents PDFs, web pages and increasingly multimedia information such as voice and video. In fact, it is estimated that 80% of all information inside the enterprise is now unstructured and this human-friendly information is difficult for computers to use and understand. Autonomy solves this problem.

WHAT WE DO

Autonomy's mission is to provide the infrastructure software that understands and automates operations on unstructured information.

Founded out of pioneering research at Cambridge University, Autonomy's groundbreaking technology uses a unique combination of Bayesian Inference and Shannon's Information Theory to form a conceptual *and* contextual understanding of any piece of electronic data, including unstructured information, be it text, email, voice or video.

It is this patented technology that powers Autonomy's widely deployed enterprise information infrastructure platform, *IDOL (Intelligent Data Operating Layer)* and is the driving force behind the next major industry evolution, *Meaning Based Computing*.

In addition, Autonomy's technology powers applications dependent upon unstructured information including call center, customer relationship management, knowledge management, enterprise portals, business intelligence, compliance, online publishing, and security applications.

MARKET LEADERSHIP

- Recognized by IDC as "the clear leader in Enterprise Search" with 15.7% market share.
- Autonomy cited as a leader and "tough to beat" in the Forrester Wave™ Report, Enterprise Search Platforms
- Positioned as the leader in Gartner's Information Access Magic Quadrant

FINANCIAL SNAPSHOT

- Fastest growing company in the sector.
- \$2.2 billion market capitalization.
- 2006 revenues up 161% to record \$250.7m.
- 2006 profit from operations (adj) up 275%
- 28 consecutive quarters of profit.
- R&D investment up 134% year-on-year
- \$121 million in cash and no net debt as of Q4 2006.
- 91% gross margins (adj) as of Q4 2006.



CUSTOMERS

Autonomy's extensive worldwide customer base is comprised of more than 16,000 organizations for whom access to information, whether it be structured, semi-structured or unstructured, is a strategic priority.

These include major blue chip companies, as well as numerous governments, intelligence, defense and other public sector agencies throughout the world. Key new and repeat customers include the US Securities and Exchange Commission, Adobe, Cisco Systems, Halliburton, Verizon, Standard and Poors, Goodyear, BBC, Ericsson, Gruppo Santander, T-Mobile, Shell, British Aerospace, UK Houses of Parliament, British Telecom, Sprint, Boeing, Vodafone, the New York Stock Exchange, the Olympic Games Security Committee, ABN AMRO, Sony and Gillette.

PARTNERSHIPS

Autonomy views the ability to build successful long term partnership as a core strength and a strategic asset. Autonomy's go to market strategy places strong emphasis on utilizing partners to extend its reach. This strategy has two prongs:

- Autonomy technology is embedded into more than 300 OEM applications worldwide. Key OEM partners include Sybase, Unisys, Citrix, Vignette, Oracle and Symantec
- Autonomy solutions are sold through more than 350 Value Added Resellers (VARs) and integrators worldwide.

TECHNOLOGY

While Autonomy is the acknowledged leader in Enterprise Search, its capabilities go way beyond simple keyword search. Autonomy provides an information infrastructure platform that powers solutions that address the whole spectrum of an organization's information processing needs.

The Intelligent Data Operating Layer (IDOL)

At the heart of Autonomy's infrastructure software is the Intelligent Data Operating Layer™ (IDOL). IDOL sits above an organization's data and serves as a platform for the conceptual and contextual understanding of information in an enterprise. This complete infrastructure layer allows for the automatic categorization, tagging, linking, retrieval and profiling of all forms of unstructured information in real-time regardless of repository. It automatically analyzes any piece of information from 1000 different content formats, including text, voice or video and delivers over 500 functions including hyperlinking, agents, summarization, taxonomy generation, retrieval, channels, clustering, visualization, education, profiling, collaboration and alerting.

The IDOL platform provides a flexible framework incorporating the essential attributes of an enterprise infrastructure platform:

- *Scalability* - a linearly scalable system that can process billions of documents
- *Mapped Security* - delivering document and intra-document access control against user, group and role level entitlement
- *Global Language Support* - to enable the processing and delivery of content in multiple languages in real-time
- *Support for Future Technologies* - delivered through an architecture that is extensible and can grow and adapt to new requirements and technologies.

Solutions

Autonomy's software powers the full spectrum of mission-critical enterprise applications. It delivers IDOL-based solutions across a range of areas including Enterprise Search, Business Intelligence (BI), Customer Relationship Management (CRM), Knowledge Management (KM), Call Center Innovation, Rich Media Management, Intelligent Document Processing, Compliance and Litigation, and Security and Surveillance.



Aungate suite of products enables Real-Time Enterprise Governance by automatically understanding the content and interrelationships of all enterprise communications including email, voice and Instant Messaging. Aungate's unique technology powers real-time monitoring, alerting, policy management, records retention, electronic discovery and enforcement operations while proactively engaging behavioral change processes required to achieve best practices.

etalk, a leading provider of contact center software and services that helps global, multi-site companies understand their customers and deliver outstanding service. Serving over 1,600 sites in 40 countries around the globe, etalk provides an enterprise platform for call recording, quality monitoring and speech analysis to some of the world's premier companies. Combined with Autonomy's IDOL voice analytics and conceptual intelligence, etalk offers the only technology to actually understand the communication a business has with its customers, automatically delivering relevant and accessible customer intelligence.

Cardiff is a leading provider of intelligent document processing solutions, enabling organizations to capture and process information from paper or electronic documents and forms in ways that improve efficiency, allow rapid change and enhance the customer experience.

Virage, is the world leader in Rich Media Management software and Intelligent Video Analytics. Bringing together complementary technologies from multimedia, security and infrastructure specialists, Virage offers an unrivalled product set capable of television, video, audio and CCTV challenges of any kind. From making television content fully searchable and accessible via IPTV to supplying and managing complex security systems, Virage has unrivalled experience and expertise.



Fast Facts

Founded

Founded in June 1996 in Cambridge, UK by Dr Michael Lynch O.B.E.

Headquartered

Autonomy is headquartered in Cambridge, UK and San Francisco, California, USA and has offices throughout the world.

IPO

Autonomy went public on Easdaq in July 1998.

The company was listed on the London Stock Exchange in November 2000 under the symbol AU. or AU.L.

Leadership

- Dr Michael Lynch, OBE, Founder and Chief Executive Officer.
- Sushovan Hussain, Chief Financial Officer.
- Dr Peter Menell, Chief Technology Officer.
- Andrew M. Kanter, Chief Operating Officer.
- Stouffer Egan, Chief Executive Office, Autonomy Inc.
- Nicole Eagan, Chief Marketing Officer.

Employees

Autonomy has approximately 900 employees worldwide.

Acquisitions

- May 2000 acquired voice recognition software company, SoftSound Ltd.
- July 2001 acquired broadcast content management company, Dremedia
- February 2002 acquired intelligent search and personalization developer, NCorp
- September 2003 acquired rich media software company Virage, Inc.
- June 2005 acquired audio search and call center company, etalk Corporation.
- December 2005 acquired enterprise search and business process management software company, Verity, Inc.



MEANING BASED COMPUTING

The last few years have seen explosive growth in the use of unstructured information, which includes documents, emails, telephone conversations and multimedia. More than 80% of all information inside an enterprise is now unstructured and this 'human-friendly' information has traditionally been difficult for computers to understand and use. Meaning Based Computing solves this problem. It enables computers to understand the relationships that exist between disparate pieces of information and to perform sophisticated analysis operations with real business value, automatically and in real-time.

Meaning Based Computing extends far beyond traditional methods such as keyword search which simply allow users to find and retrieve data. Keyword search engines, for example, cannot comprehend the meaning of information, hence only find documents in which a word occurs. Unfortunately, this inability to understand information means that other documents that discuss the same idea (i.e. are relevant) but use different words are overlooked. Equally, documents with a meaning entirely different to that which the user searches for are frequently returned, forcing the user to alter their query to accommodate the search engine.

In addition, some of the key functionality of Meaning Based Computing such as automatic hyperlinking and clustering are simply not available in keyword search engines. For example, automatic hyperlinking which connects users to a range of pertinent documents, services or products that are contextually linked to the original text requires that the meaning of the original document is fully understood. Similarly for computers to automatically collect, analyze and organize information computers have to be able to extract meaning. Only Meaning Based Computing Systems can do this and Autonomy is the leader in this rapidly growing area.